

City of Indianapolis  
Request for Information  
For  
LOS and ICC  
Submitted by  
ProLiance Energy, LLC

11/24/2009

Attention to:

Michael Huber

Office of Enterprise Development

## Table of Contents

|                                     |     |
|-------------------------------------|-----|
| Introduction Letter.....            | 3-4 |
| ProLiance Company Information ..... | 5-6 |
| Reference Letters.....              | 7-9 |



Nov 24, 2009

Mr. Michael Huber  
Office of Enterprise Development  
City of Indianapolis  
200 E. Washington, St. RM 2501  
Indianapolis, IN 46204

Dear Mr. Huber:

ProLiance Energy is one the largest Midwestern natural gas marketing companies. ProLiance takes a personal, interactive approach to gas management services that reduces costs and simplifies the process of managing energy needs. We provide full-service commodity procurement on a monthly, annual or multiple-year basis, along with a variety of pricing options, pipeline/city gate nominations and balancing.

The Citizens Energy Select Phase II program allows Citizens Gas customers using less than 50,000 therms annually to purchase natural gas from a third party supplier. Phase II customer's transition to the ProLiance Citizens Phase II transportation pool. ProLiance is one of the largest pool operators behind Citizens Gas. The Phase II program does not require automatic metering devices to be installed. Citizens provides the pool operator with the monthly gas nominations. Meters are read on a calendar cycle allowing for the various sites to have a common usage period. Actual meter usage is reported to the supplier by Citizens on a 60 day delay. Accounts are trued up to the actual usage and reflected on subsequent invoices.

ProLiance Energy offers NYMEX + basis pricing which can be converted to a fixed price through our triggering option. Your trigger requests can remain open for 60 days unless the strike price is reached and your pricing request is converted. A recent review of a similar business' usage (808/Dth annually) revealed a 30% savings on a NYMEX + Basis contract compared to Citizens supply service. A 10-20% savings over the Standard Gas Delivery Service with Citizens is generally anticipated when switching to a third party supplier. This savings and the ability to fix your natural gas price providing price certainty are your benefits to becoming a ProLiance Energy Phase II customer.

**Advantages above and beyond our competition**

- Largest primary firm shipper on Panhandle Eastern Pipeline (PEPL).
- Began service to Citizens Gas in 1996.
- Largest supplier to industrials in the state of Indiana.
- Pricing includes peaking service.
- Solid financial statements.
- 95% retention rate of existing customers.
- Regional Marketing Company.
- Daily email energy updates on current market conditions.
- Access to ProLiance Customer One website to manage your accounts.

Once you and your team review the attached information, I will be happy to discuss opportunities and services specific to the ICC, LOS, and other city owned meters. If you would provide meter usage, I can create a savings analysis base on your actual profile. I look forward to discussing ProLiance and this program with you.

Sincerely,

Gerami Pennyman  
Account Manager  
ProLiance Energy, LLC

## **ProLiance Energy Company Information**

ProLiance Energy LLC.

111 Monument Circle, Suite 2200

Indianapolis, IN 46204

**Web Page:** Proliance.com

**Number of years in market:** 13 years

**Office Locations:** Indianapolis Headquarters, Chicago, Dayton, and Evansville.

**Services and Markets:** ProLiance Energy is a Natural Gas marketing and supply company. ProLiance Energy purchases natural gas from various, geographically diverse supply basins and transports and stores natural gas utilizing many strategically located resources. Having the industry expertise to manage these upstream transactions, gives us the ability to serve over 1,600 industrial and commercial customer locations at more than 2,300 meter sites and to provide commodity and services to numerous municipalities and utilities.

**Ownership:** Jointly owned by affiliates of Vectren Corporation and Citizens Energy Group, ProLiance Holdings, LLC is an energy related holding company with subsidiaries focused on serving and investing in the natural gas industry.

**Affiliates:** Signature Energy Management, a wholly-owned subsidiary of ProLiance Energy, provides energy management services. ProLiance Holdings also owns ProLiance Transportation and Storage, an asset investment and operations company. Existing natural gas pipelines and storage facilities include White River Storage and the Ohio Valley Hub, and interests in Heartland Gas Pipeline, Lee 8 Storage.

**Litigation:** There are no current pending litigations against ProLiance Energy.

## **ProLiance Energy Company Information**

**Employment Numbers:**

Total number of Professionals: **123**

Sales and Marketing: **42**

Operations: **28**

Executive: **6**

Accounting: **21**

COO Department: **26**

**Financials:**

**(Provided upon signing confidentiality agreement)**

**Contact Person:**

Gerami Pennyman

(317) 250-3403

[gpennyman@proliance.com](mailto:gpennyman@proliance.com)

111 Monument Circle, Suite 2200

Indianapolis, IN 46204

**Reference Letter:**



The Indiana Manufacturers Association (IMA) has chosen ProLiance Energy as its exclusive affinity partner to provide natural gas and related services to its member companies. Signature Energy Management, a wholly owned subsidiary of ProLiance Energy, will also provide services to assist IMA members in managing consumption and conservation. ProLiance Energy is a full-service natural gas marketing company providing natural gas supply and management to commercial, industrial and wholesale customers at over 1,600 locations and 2,400 meter sites. ProLiance contracts for supply with over sixty counterparties across 14 interstate pipelines, five intrastate pipelines, and multiple LDC city gates to provide reliable, competitively priced natural gas to its customers.

IMA President Pat Kiely stated, "ProLiance Energy provides its customers with top-quality natural gas service and pricing alternatives that allows them to focus on their core businesses. It is imperative for Indiana manufacturers to have an energy partner that is known for superior customer satisfaction and dependable service. The partnership that was formed in 2005 with ProLiance has worked out extremely well and we are pleased to continue this relationship with this Indiana-based company as we support our manufacturing community."

"Our partnership with the IMA is very exciting," added John Talley, President of ProLiance Energy, "By providing energy industry information and natural gas and related services to the Indiana manufacturers' community, we aim to assist this important Indiana business segment in managing volatile natural gas prices and energy consumption."

Under the partnership, ProLiance will maintain its membership on the IMA Energy and Infrastructure Committee, provide daily information on the natural gas industry directly to IMA Members and conduct periodic energy education and sustainability seminars through the IMA's renowned web seminar program.

Founded in 1996, ProLiance Energy is one of the largest U.S. natural gas marketers with customers in 15 states and offices in Indiana, Illinois and Ohio. ProLiance is jointly owned by affiliates of Vectren Corporation and Citizens Energy Group. For more information regarding ProLiance Energy or Signature Energy Management, please visit [www.proliance.com](http://www.proliance.com) or contact them at 877-654-2623 to find out how they can meet your natural gas or utility monitoring needs.

Should you have questions of a general nature about ProLiance, you may contact Jeff Goodwin of the IMA at 317-713-5936 or via email at [jgoodwin@imaweb.com](mailto:jgoodwin@imaweb.com).



**ARCHDIOCESE  
OF INDIANAPOLIS**

*The Church in Central and Southern Indiana*

**Office of the Chief Financial Officer**

1400 N. Meridian Street, Indianapolis, IN 46202-2367

P.O. Box 1410, Indianapolis, IN 46206-1410

317-236-1410 800-382-9836, ext. 1410

Fax: 317-236-7327

To: Archdiocese of Indianapolis School Principals and/or Business Managers

From: Jeffrey D. Stumpf, Chief Financial Officer *JDS*

Date: January 7, 2009

Re: Gas Bill Cost Savings Opportunity

With the winter heating months upon us and the recent volatility in natural gas prices, I hope to call your attention to a potential cost savings opportunity for our schools. ProLiance Energy, LLC (ProLiance), a gas marketing company jointly owned by subsidiaries of Citizens Gas & Coke Utility and Vectren Corporation, helps schools save money by purchasing natural gas on the open market through ProLiance instead of purchasing the natural gas from the local utility.

Depending on a specific school's natural gas usage, the annual expected savings per site could range from \$1,000 to \$10,000 per year. To receive a natural gas savings analysis from ProLiance, please submit the school's previous 12 months of natural gas bills to ProLiance.

While this opportunity has previously been available only to Vectren customers, Citizens Gas has made some changes that now enable its customers to participate in the ProLiance program.

ProLiance has over 1300 customers across 2000 locations throughout the Midwest and is currently transporting for over 40 school corporations in Indiana. Lafayette's Central Catholic Jr./Sr. High School has been working with ProLiance for over 6 years, and several of our archdiocesan schools have participated in the program for nearly 2 years with very positive results.

This is a great opportunity for the schools of the Archdiocese to save on our operating costs. The Archdiocese has already reviewed the paperwork and contracts required to get started on this opportunity. Please call Scott Whitaker at ProLiance Energy at 317-231-6941 to complete a savings analysis. If you'd like to discuss this opportunity and ask questions of us at the archdiocese, please call Stacy Harris at 317-236-1535 or 1-800-382-9836 ext. 1535.



## ProLiance Energy Raises Funds for Indiana State Museum Foundation, United Way of Central Indiana

*ProLiance, business partners, theatergoers raise money for worthy causes*

INDIANAPOLIS – October 19, 2009 The Indiana State Museum Foundation and the United Way of Central Indiana will benefit from funds raised by ProLiance Energy during events at the museum and the theatre that took place on October 14.

ProLiance Energy, an Indianapolis-based natural gas marketing company, invited numerous business and community partners to the event, which began with a reception at the Indiana State Museum. The reception featured artifacts from the Lincoln Financial Foundation Collection. A silent auction at the event raised funds for the Indiana State Museum Foundation.

Later, all attended a special performance of *The Heavens Are Hung in Black*, playwright James Still's work about Abraham Lincoln now showing at the Indiana Repertory Theatre. Sponsorships from ProLiance business partners and contributions to "Keep the Heat On" will be donated to the United Way of Central Indiana's Agency Energy Assistance Fund to help soften the blow on United Way agency budgets when utility costs rise.

According to ProLiance President John Talley, "We are very pleased to continue our partnership with the United Way of Central Indiana to help meet critical community needs at a time when many of our fellow citizens are struggling through a tough economy. And we are proud to support both the Indiana State Museum and the Indiana Repertory Theatre, two of Indiana's cultural landmarks."

Since 2005, ProLiance Energy has raised more than \$250,000 for the United Way of Central Indiana's Agency Energy Assistance Fund through "Keep the Heat On" to help agencies during times of rising utility rates.

*Founded in 1996, ProLiance Energy is one of the largest U.S. natural gas marketers with customers in 15 states and offices in Indiana, Illinois and Ohio. ProLiance is jointly owned by affiliates of Vectren Corporation (NYSE: VVC) and Citizens Energy Group. For more information regarding ProLiance Energy, please visit [www.proliance.com](http://www.proliance.com).*